

IMPORTERS' QUESTIONNAIRE
SUPERALLOY DEGASSED CHROMIUM FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615-B
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 18, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning superalloy degassed chromium from Japan (Inv. No. 731-TA-1090 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported superalloy degassed chromium (as defined in the instruction booklet) from any country at any time since January 1, 2001?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

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Phone

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Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing superalloy degassed chromium from Japan into the United States or which are engaged in exporting superalloy degassed chromium from Japan to the United States?

☐ No

☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of superalloy degassed chromium?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Please indicate the nature of your firm's importing operations on superalloy degassed chromium. More than one answer may be applicable.

<input type="checkbox"/> Importer of record	<input type="checkbox"/> Takes title to the imported product(s)
<input type="checkbox"/> Consignee of the imported product(s)	<input type="checkbox"/> Customs broker or freight forwarder

I-7. If your firm is an importer of record of superalloy degassed chromium but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters superalloy degassed chromium into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Bonded warehouses	<input type="checkbox"/> No	<input type="checkbox"/> Yes

I-9. Please indicate whether your firm imports superalloy degassed chromium under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187 or via E-Mail fred.ruggles@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. _____ E-mail address _____

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of superalloy degassed chromium since January 1, 2001?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of superalloy degassed chromium from Japan for delivery after December 31, 2004?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces superalloy degassed chromium in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of superalloy degassed chromium imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Japan and for all other sources combined. Photocopy this page to report all other sources combined.**

☐ Japan

☐ All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)				
Item	Calendar years			
	2001	2002	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)				
IMPORTS: ²				
Quantity of imports				
Value of imports				
U.S. SHIPMENTS:				
Commercial shipments:				
Quantity of commercial shipments				
Value of commercial shipments				
Internal consumption/company transfers:				
Quantity of internal consumption/transfers				
Value ³ of internal consumption/transfers				
EXPORT SHIPMENTS: ⁴				
Quantity of export shipments				
Value of export shipments				
END-OF-PERIOD INVENTORIES ⁵ (quantity)				
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)				
U.S. SHIPMENTS TO END USERS (quantity)				
¹ Please identify these sources: _____ _____ _____				
² Identify the foreign producers, if known: _____ _____				
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, 2003, and 2004 below: _____ _____				
⁴ Identify your principal export markets: _____ _____				
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____ _____				

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from James Fetzer (202-708-5403).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Japan during January 2001-December 2004:

Product 1.--Regular Grade: For sales to superalloy producers - superalloy degassed chromium containing more than 0.002 percent nitrogen and more than 0.001 percent sulphur.

Product 2.--Low Nitrogen Grade: For sales to superalloy producers - superalloy degassed chromium containing 0.002 percent or less nitrogen and more than 0.001 percent sulphur.

Product 3.--Low Sulphur Grade: For sales to superalloy producers - superalloy degassed chromium containing 0.001 percent or less sulphur and more than 0.002 percent nitrogen.

Product 4.--Low Nitrogen and Low Sulphur Grade: For sales to superalloy producers - superalloy degassed chromium containing 0.002 percent or less nitrogen and 0.001 percent or less sulphur.

Please note that total dollar values should be on a delivered basis (i.e., should include inland transportation costs paid by the seller). Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates and the value of returned goods). See instruction booklet.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from Japan and sold by your firm.

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐

(Quantity in 1,000 pounds, value in 1,000 dollars)		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
July-September		
October-December		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		
² Net values (i.e., gross sales values less all discounts allowances, rebates, and the value of returned goods) on a delivered basis (i.e., including inland transportation cost paid by the seller).		

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of superalloy degassed chromium (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for superalloy degassed chromium imported from Japan (e.g., 2/10 net 30 days)? _____. On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what share of your firm's sales of its superalloy degassed chromium imported from Japan in 2004 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of superalloy degassed chromium?

Source	Share of 2004 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of superalloy degassed chromium that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's superalloy degassed chromium?

☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast

☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest

☐ National ☐ Other (describe) _____

III-B-10. Describe the end uses of the superalloy degassed chromium that you import from Japan. For each end-use product, what percentage of the total cost is accounted for by superalloy degassed chromium?

End use Share of total cost accounted for by superalloy degassed chromium (percent)

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-11. (a) Please list in order of importance any products that may be substituted for superalloy degassed chromium.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for superalloy degassed chromium?

☐ No

☐ Yes--To what degree do changes in their prices affect the price for superalloy degassed chromium? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of superalloy degassed chromium or final end use?

III-B-12. How has the demand within the United States (and outside the United States if known) for superalloy degassed chromium changed since January 1, 2001? What principal factors affect changes in demand?

☐ Increased

☐ Unchanged

☐ Decreased

III-B-13. Have there been any significant changes in the product range or marketing of superalloy degassed chromium since January 1, 2001?

☐ No

☐ Yes--Please describe.

III-B-14. Does your firm sell superalloy degassed chromium over the internet?

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of superalloy degassed chromium in 2004 accounted for by internet sales.

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-15. Does your firm sell on a consignment basis?

☐ No☐ Yes—What are your consignment terms (including consignment period allowed and payment requirements)?

III-B-16. What was the average number of days, that your merchandise was held in consignment on customer premises in 2004? Did this vary by customer?

III-B-17. Is superalloy degassed chromium produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair producing superalloy degassed chromium which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

PART III.--PRICING AND RELATED INFORMATION--Continued

III-B-18. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between superalloy degassed chromium produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "O" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other countries
United States			
Japan			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of superalloy degassed chromium, identify the country-pair and report the advantages or disadvantages imparted by such factors:

[illegible]

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for superalloy degassed chromium imported from Japan during 2001-2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of superalloy degassed chromium from Japan that each of these customers accounted for in 2004.

No.	Customer's name	Street address (<u>not</u> P.O. box), city, state, and zip code	Contact person	Area code and telephone number	Share of 2004 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					